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INCOMING TELEGRAM Department of State

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DEPARTMENT OF STATE A/CDC/MR
REVIEWED BY GillRoy DATE 5/6/82
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C O N F I D E N T I A L JANUARY 11

REFERENCE: EMBTEL 571, JANUARY 7

1. AWARD OF FOUR CONTRACTS IN LIBYAN ECONOMIC DEVELOPMENT TO US FIRMS IN LAST THREE DAYS IS MORE TESTIMONY TO EFFECTIVENESS OF US ADVISORS AND ADDS FORCE TO URGENT REQUEST IN REFTEL THAT FINANCE BE FOUND FOR TOPPING-OFF SALARIES OF THREE ADVISORS AUBLE, RUPP AND KERN.

2. ON JANUARY 8, MIN PLANNING AND DEVELOPMENT SIGNED CONTRACT WITH ARTHUR D. LITTLE, CAMBRIDGE, MASS., FOR INDUSTRIAL SURVEY IN FIELDS OF ASSEMBLING SMALL TOOLS, PACKAGING PHARMACEUTICALS,

MANUFACTURE GLASS AND PAPER PRODUCTS. THIS CONTRACT RESULTS FROM SPECIFICATIONS DRAWN UP BY SCHUH AND OTHER AMERICAN ADVISORS IN MINISTRY WHO ALSO SUGGESTED US FIRMS FOR INVITAIONAL TO BID.

3. CONTRACTS AWARDED JANUARY 10 FOR COMMUNITY PLANNING INVENTORY ANALYSIS AND DRAWINGS TO THREE US FIRMS (A) WHITING ASSOCIATES; (B) MCGAUGHY, MARSHALL MACMILLIAN AND LUCAS; (C) BARTHOLEMEW ASSOCIATES GIVING US FIRMS CONTRACTS FOR THREE OF FIVE GEOGRAPHICAL REGIONS INCLUDING TRIPOLI AND BENGHAZI. CONTRACT FOR REMAINING TWO AREAS GIVEN TO A DANISH FIRM AND TO A GREEK FIRM DOXIADIS WHICH HAD BEEN RUMORED TO RECEIVE ALL FIVE AREAS. DIRECT AND LEGITIMATE INFLUENCE OF AMERICAN ADVISORS AULT, DELAURELL AND RUPP CAN BE DISCERNED OPERATING TO INTEREST BOTH US FIRMS IN APPLICATION FOR WORK IN LIBYA AND GOL TO CONSIDER MERITS US FIRMS.

4. ACCELERATED EFFORTS EXPAND US TRADE WITH LIBYA WILL BE SERIOUSLY WEAKENED IF NO PROVISION FORTHCOMING FOR TOPPING-OFF SALARIES KEY ADVISORS NAMED REFTEL.

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